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DD/S 59-4507

29 October 1959      STAT

MEMORANDUM FOR THE RECORD

SUBJECT: Meeting with Congressman Joel T. Broyhill and Mr. R. Wade Pearson,  
Berlo Caterers, Incorporated

1. On 27 October 1959 Congressman Broyhill telephoned me to express his unhappiness about the fact that his friend, Mr. Pearson, had not been given the snack bar and vending machine concessions in our new building. He said he did not think that I had been very cooperative in this matter. I told him I was very sorry that he felt this way but that I had merely done what I thought was best for the Agency and the Government generally.
2. At his request I met with him and Mr. Pearson in my office for more than an hour, starting at 2:00 p.m. I explained that we would have preferred to have our snack bars operated by the same firm operating our cafeteria---in this instance General Services, Incorporated---but that we had agreed to allow the Society for the Blind to operate part of our vending machine service. He insisted over and over again that it was not too late for me to direct that Berlo Caterers be given this business and he was, in fact, asking me to do so. I told him that I could not do this and tried at length to explain to him why I thought this would not be in the best interest of the Government and why, in fact, I thought it would be quite improbable.
3. Toward the end of our conversation the Congressman was very frank to say that he felt that his constituents---since this was his Congressional District and since this was a Republican Administration---should be given preferential treatment over all others. This led into a general discussion as to whether his constituents should receive preferential treatment in contracting generally. I told him that we negotiated all of our contracts for CIA without regard to the political affiliation of competitive contractors. I also told him that the mere fact that he was interested in any contractor would certainly receive our most serious consideration but that I could not promise him that his constituents would always be favored; in fact, I was rather emphatic that they would not be favored unless they were competitive in every respect. At one point he said that he had always found me to be very honest and nice to talk with but that he did not feel that I, in fact, honored very many of his requests. I told him that I felt that the mere fact that we had put a \$46 million building in his District and an \$8.5 million parkway, both of which are a boom to Fairfax County business, was quite a bit of evidence to the contrary.

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4. While the entire conversation was quite friendly it was also rather frank with Congressman Broyhill making no bones about his belief that his Republican constituents during a Republican Administration ought to receive preferential treatment over all others and my equally insistent stand that I felt duty-bound to insure that our contracts were fairly negotiated and administered without regard to the political affiliations of the competing contractors. I told him that we had made no determinations as yet about concessionaires other than the snack bars and vending machines and that if we later decided to have a bank, drugstore, etc., I would let him know.

STAT



L. K. White  
Deputy Director  
(Support)

DD/S:LKW:ech

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